

3 *Made in America 49*

R E P L Y

TO THE

VINDICATION

OF THE

Representation of the CASE

OF THE

PLANTERS of TOBACCO.

in Virginia.

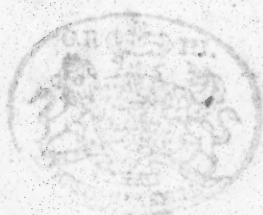
I N

A LETTER to Sir *J. R.* from the
Merchants or Factors of Lon-
don.

L O N D O N :

Printed for R. CHARLTON, at the Cor-
ner of *Sweeting's Alley* next the *Royal-*
Exchange in *Cornhill*, 1733.

(Price One Shilling.)

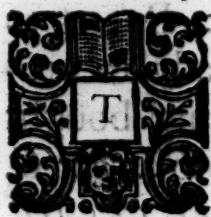




A
R E P L Y
T O T H E
V I N D I C A T I O N

O F T H E
R E P R E S E N T A T I O N *of the* C A S E *of*
the P L A N T E R S *of* T O B A C C O
in V i r g i n i a , & c .

S I R,



THE Merchants don't differ
with you in the just Account
you give " of the Benefits ari-
" sing from the Trade of the
" Tobacco Collonies to *Great*
" *Britain*, on Account of the Revenue it
" raises to the Crown ; of the Share it hath

“ in the Ballance of Trade with Foreign
 “ Nations; of the great Number of Ships
 “ employ’d in it; and in the Consumption
 “ it occasions of the Manufactures of this
 “ Kingdom.” But they can go no further
 with you, in your Vindication of the Re-
 presentation of the Case, &c. which you
 have lately publish’d: They are satisfy’d
 you have not taken the Pains you have
 recommended to others, *to make an En-
 quiry into the State of this Trade for Forty
 Years past*; if you had, you must have been
 convinced, that tho’ it may have met with
 some Difficulties (which the Merchants
 have always been ready to lend their Af-
 sistance to remove) yet it hath not *la-
 boured under the most singular Hardships
 that can be imagined*; for your Staple is
 greatly advanced in that Time; your
 Number of Slaves, in which your Riches
 consist, are greatly increas’d; and the Va-
 lue of your Lands more than doubled: If
 these be the singular Hardships you labour
 under, they heartily pity you: But as to
 the first, the Merchants are ready to pro-
 duce Accounts of Tobacco being bought
 in *Virginia, Oroonoko* from 4 to 6 s. *per C.*
 which now sells currently there at 12 s. 6 d.
per C. and Sweet-scented for 10 to 12 s. 6 d.
per C. which sells currently from 18 s. to

20 s. *per C.* at the same time the European Goods, with which it is chiefly purchas'd, are sold very much cheaper in *Virginia*; and as to the other two Points, *viz.* the Increase of your Slaves, and the Value of your Lands, we are of Opinion you your self won't dispute: If you do, they are sure the vast Increase of the Quantity of Tobacco now made, more than was so many Years ago, fully prove the First, and some Purchases of Lands made within these twenty Years prove the Latter; one particular Instance of which they can give of a Tract of Land bought by a Factor here, for his Correspondent there, which cost about 5 or 600 *l.* which they are credibly informed he is now bid more than 2000 *l.* for, altho' it is not above seven Years since it was purchas'd; to which may be added, their expensive Way of Dressing, &c. the Equipages, &c. more in proportion than in their Mother Country, and the sumptuous Buildings, unknown to their Forefathers forty Years ago. Sure Sir, you should have inform'd your self better of these Facts, before you had advised this Retrospection. — But *these Distresses*, you say, *have been occasioned by certain Abuses in the Payment of the Duties with which this Commodity is loaded; by Running great Quantities*

ties without paying any Duty; and some bad Management among themselves. Pray Sir, how came you by this Information? or how will you be able to support it? The Merchants aver the Fact is false, as to the generality of the Factors; and expect you should either prove it, or retract it: It will not be deemed sufficient by impartial Judges, to prove such a Charge by the single Instance you give of *Midford*; no, nor if you cou'd add two or three more. They have never said that no Frauds have been committed; they have always been as ready to detect them, and to join in any reasonable Methods to prevent them, as either the Planters in *Virginia*, or the Officers of the Revenue, as will appear by a proper Enquiry into the Fact; and they think it would have been as just to have charged all the Officers in the Revenue with these Frauds, as all the Merchants or Factors, because, by your own Account, at least as many of them have been concerned in them.

The Method attempted last Year by the Colony of *Virginia* to prevent the Exportation of Tobacco, *not fit for any Market*, hath already had some Effect on the Price of it here; and if continued to be duly executed, may, it is hoped, be serviceable

viceable to them by mending the Staple. The Parliament have made Laws for preventing Frauds, and the Merchants wish they had been more effectual ; but, where the Temptation is so great, it will be difficult to make any Laws to restrain Knaves ; and the more difficult they are to the fair Trader, the greater Advantage will be to such as have no Regard to Honour nor Honesty. But we are afraid Sir, you forgot your self, when you say, *Those who have had the Direction of Affairs in the Treasury, have endeavoured to Enforce these Laws, ESPECIALLY of LATE ;* surely they have always done so, and have always strictly looked into the Conduct of the Officers of the Customs, and removed such as have been found guilty of any Corruption or Negligence.

But *the Legislature of Virginia, in a late Deliberation, being satisfied that none of the Expedients, that have hitherto been fallen upon, have had the good Effect that was expected — that is, That their own new Law for reducing the Quantity, (which was not long Enacted when this grand Deliberation was taken, for it commenced but the 10th of November 1731, and this grand Consult was the 28th of June last) nor the Laws made in several*
Reigns

Reigns by the Parliament here, for preventing Frauds, nor the great Vigilance of those who had the Direction of the Affairs of the Treasury, *Especially of Late*, have had the good Effect that they expected; and what is worst of all, that they had little Reason, from the Conduct of *Some* of their Factors in *Great Britain*, to hope for a thorough Reformation of Abuses by their Assistance.

Was there any of their Factors whose Conduct gave them Reason to hope for this thorough Reformation? if there was, Why did they not discard the Rest, and apply to them? or, Why do you not speak plain, and say, there was not any such among them, and therefore thought it necessary to lay open their Grievances, which they have labour'd under for forty Years past, “ in the Representation which
 “ hath lately appeared in Print, and been
 “ presented to the Consideration of the Publick; which Undutiful Paper, (tho’ unknown to the Merchants) hath been long
 “ talked of about the *Royal Exchange*, been
 “ branded as the most scandalous and
 “ groundless Libel that ever was formed,
 “ and unworthy of any Regard or Examination, and has given Ocasion to
 “ abun-

“abundance of Ridicule and Abuse up-
 “on good Sir ——— who came so far
 “to support it, as well from those who
 “know he deserves no such Treatment, as
 “from others who are willing to take
 “every thing for granted that is said on
 “one Side of the Question.” Poor Gentle-
 man, the Merchants pity him: But the
 Misfortune is, they don’t know of any
 one Person who ever saw this Unduti-
 ful Paper, nor knew the Contents of it,
 till it appear’d in Print; and they ap-
 peal to you Sir, for the Truth of it,
 and defy you to name the Person to
 whom you communicated it before: And
 when some of the Merchants have ask-
 ed you, whether you did not come to
 solicit an Excise on Tobacco (they call
 upon you to deny it if you can) your
 Answer was not, that your Voyage was not
 for that Purpose, and that you had it in
 Commission to oppose an Excise, if it
 should be attempted; and therefore they
 expect you will execute that Part of your
 Commission.

What the Authors of the Paper ex-
 pected, the Merchants know not: But
 sure, they could not be so Ignorant as to
 imagine, but that every Gentleman in the
 Trade (as he is now pleased to call them)

B

would

would look upon himself to be affected by the Charge it contains; because they have not left room for Exceptions to the Characters of any; if they had, they would certainly have applied to them, and have desired their Assistance, as they have formerly done in other Cases.

You now tell the World, "That the
 "Trade know very well how one of
 "their Members about four Years ago,
 "at several General Meetings, press'd them
 "to join in an Application to alter the
 "Method of Collecting the Duties, for
 "the reasons there mentioned." And
 what then? Why it seems they *have one*
among them who has a Share in the pre-
sent Opposition, that has lately urged the
Necessity of some Regulation on the same
Account. It may be so. But is it not
 as plain, That the Reasons offered by
 them, were not sufficient to convince
 the Factors, that there was any such Ne-
 cessity, but that they thought the Frauds
 might as well be prevented, in the pre-
 sent Method of Collection, as any other?
 And the Merchants can tell you Sir,
 that you hardly ever met a Society, con-
 sisting of so many, that were always
 unanimous; tho', according to your Ac-
 count, they are as near so, as is possible,
 if

if there is but one among them that differs in Opinion from the Rest. And to what End or Purpose you mention him the Trade are at a Loss to guess; for at the same time you say, that he has a Share in the present Opposition, and as heartily against the present Scheme as any amongst the Trade, notwithstanding some attempt of a certain Great Man to persuade him to engage in it. From all which it is plain, that the Trade have heard of these Evils before: And for another Reason you might have mentioned, that they have always been ready to join with the Officers of the Revenue, both in Detecting and Punishing them; for the Truth of which they appeal to the Officers of the Customs, and doubt not but they will do them the Justice to own the Truth of this Fact.

But *they are, it seems, inexcusable, for laying aside all Regard to their Friends abroad.* How doth this appear? why you, Sir, say so. Did any one of them apply to any one of the Trade, to assist you to obtain an Excise on Tobacco? No. And if you say true, you have no Orders from them to prosecute such a Scheme; they mean an Excise: But you

have said it (and deny it if you can) that you have Orders from them to oppose it : And the Merchants must think, after they have given you such a Sum as Two Thousand Two Hundred Pounds for coming hither, they deserve a very punctual Observance of their Orders. But since it appears you are more influenced by somebody here, than by your Principals, the Merchants call on you in this Publick Manner to declare, Whether you have it in Commission from them to solicit an Excise on Tobacco or not : or, Whether they have not given you Orders to oppose it, if it be attempted,

Ex Ore suo Judicabitur.

It is with an uncommon Modesty, and most steady Countenance, assisted by — That after you have been representing the Trade to the Publick, as a Parcel of the most notorious Knaves that ever combin'd together in one Society, You say that they cry aloud for Proofs of the Facts that are alledg'd against them, and which tend so much to the Dishonour of their Body ; and is it not a reasonable Demand, when they have been so treated ? Now you undertake the Task,
and

and say in order to it, "It will be necessary to illustrate the general Articles of that Paper, and shew how far they (the Facts) can be made out." But it shall presently be shewn how full your Proofs are against them; for you will remember you say, "They cry aloud for Proofs of the Facts against them," and it is such which you now undertake to make out.

But before you proceed, least your former Charge should not be enough, you represent the Merchants *as Incendiaries, who have been so fortunate as to raise a Clamour in the Nation, and to make them believe that their Liberties are concerned in this Question.* The Merchants readily own, if a true Representation of the Nature of Excise Laws, the Difficulties which must necessarily attend Trade, under such Restraints, and the Summary Way of determining Disputes by the Commissioners, &c. have had this Effect, it is owing to the Nature of the Laws themselves, and not to them; and they are of Opinion, if that was not the Case, the little Influence that any one Sett of Traders could possibly have, would not produce such an Effect. But being
con-

conscious you had no evident Proof against this Body of Traders, you now prepare your Readers to accept of such as you can give; and to condemn a whole Sett of Persons of Reputation, from a Circumstance in the Books of the late Mr. *Midford*, by which it appears (if his Books have not been altered) he defrauded the Revenue of the Duty of 30,893 Pounds of Tobacco in one Ship's Loading of Three hundred and ten Hogsheads of Tobacco. And suppose it to be true, what is that to other Persons, who never acted in this fraudulent Way? Did the Body of *Virginia* Merchants ever say, there were no Frauds committed in the Importations of Tobacco? No: You your self are an Evidence for them of the contrary; for in Page 20, you say, "Most
 " of them have at some time or other
 " complained to their Correspondents of
 " the Iniquities of their Brethren, and im-
 " puted some of the bad Events in the
 " Trade, to Frauds of this Sort." So that it is evident from your self, that the Body of the Trade that, you say, cry aloud for Proofs of the Facts that are alledged against *them*, and which tend so much to their Dishonour, have not con-
 nived

nived at their Frauds, but have been continually complaining of them, and have always been, and now are ready to join in any Methods to prevent them, consistent with their Liberties, as *Englishmen*; which Liberties they shall always endeavour to preserve, and must think the Loss sustained by the Revenue, supposing it were One Hundred Thousand Pounds a Year, which the Merchants are sure is ten times more than ever it amounted to in *England*, is nothing when brought in competition with them.

It is submitted to every impartial Reader, if this Instance of *Midford's* is sufficient Proof against the Body of Factors, that they have either been guilty of, or connived at, any such Frauds. But it's strange, that having Mr. *Midford's* Books in Possession, no more Frauds of the same Nature have been discovered; and that a Person who made no Conscience of committing so notorious a One, as this is represented to be, should stand clear in all his other Negotiations of that Sort, which were not a few, in the course of so many Years he continued in Trade.

But

But you go on and say, *a further Evidence of Fraud of the same kind may be justly inferred from the extreme low Weights of a great Number of Hogsheads in some Loadings.* The Trade cannot but be surprized, that you, who have been bred a Lawyer, should mention such a Circumstance as Evidence: If you, Sir, was to be made a Commissioner of the Excise, and was to try the Cases of the Factors, and would be content with such Evidence, God help the poor Traders. — Be pleas'd but to look back to the True Weights of Mr. *Midford's* Tobacco, you will find one Ten Hogsheads weigh 93 C, 14 lb. and another Ten but 39 C. 1 Q. 7 lb. and yet in your Opinion, the Low Weights is a further Evidence of Fraud, of the same kind.

Let us go on: *Another flagrant Case has by Accident been discovered, and happens to be very recent.* What was this? Why “a Merchant who stood bound
“at the Customhouse for more than Four
“Thousand Pounds, upon arrival of a
“Ship of Three Hundred Hogsheads,
“offer'd to Enter them, and pay the Sub-
“sidy, and to give Bond with Securities
“for the rest of the Duties: But the Of-
ficer

"ficer, who was to judge of the Securi-
 "ties, thought fit to reject them: Upon
 "which, the Merchant chose rather than
 "to trouble any other of his Friends,
 "to pay down all the Duties, and no
 "doubt had the legal Allowance. Soon
 "after he ship'd off the same Three Hun-
 "dred Hogsheds on a Bonded Entry,
 "and by that means obtained Deben-
 "tures for upwards of Five Hundred
 "Pounds more than he paid down upon
 "his Entry." But pray Sir, what Proof
 do you bring to support this Fact? Or
 do you imagine, that your *Ipsè Dixit*
 is sufficient, when at the same time
 you tell the World it hath been sworn
 that they were Tobacco for which the
 Bonds were given? The Trade don't
 know any thing of this Fact; but they
 think, where there is the Evidence of an
 Oath on one Side, and only your bare
 say-so on the other, all Mankind must
 in Charity believe you are wrong, till
 you produce at least as good a Proof to
 the contrary, which it is believ'd cannot
 possibly be done.

From the foregoing Premises, *You think*
that fuller Evidence of Fraud, as well up-
on the Importation as Exportation, will not

C

be

be required? By whom do you mean? If you mean by the Person who set you about this dirty Work, for ought the Trade know, you may be right: But if you mean the impartial part of Mankind, they are of Opinion not one will think you have proved one Fact, on the Persons you undertook to Charge; that is, *on those who cry aloud for Proofs of the Facts which are alledged against them, which tend so much to the Dishonour of their Body:* But being conscious of having failed in the Proof you undertook to make out, and plainly seeing the just Objection it would be liable to, even if you had prov'd the Facts mentioned, you add, that Gentlemen will say, "That it amounts to
 "no more than to prove the Guilt of
 "two or three Persons, and the Reputation of the rest of the Body must not
 "be stained on that Account." Will not all the World say so, except your Patron? Pray Sir, Would you think it just to reason in this manner, as to the Professors of the Law, that there have been several notorious Villains among them, some of which have been convicted, (which by the way hath not yet been the Case among the Body of People whom
 you

you endeavour to asperse) and have suffered publick Shame for their Crimes, that therefore the whole Body of the Professors are such? God forbid, for we know otherwise, and so do you in the other Case.

But let us attend to what follows to your general Answer, *viz. That there are Persons to be found who will prove the Same Things in many Instances, and in a continued Series.* Produce them, or own that you are a Scandalous Calumniator: And after you are called on in this Publick Manner to prove the Facts, if you do not, will not all the World condemn you as such? But it seems here is a Proviso in the Case; that is, *That the Accusers may not be obliged to mention Names, whereby they must betray Friendship, and perhaps ruin Families.* Consummate Assurance! What do you mean by this Proviso, but plainly to own you cannot prove the Facts on any Persons; therefore you are to charge in general, what you can't prove in any one Particular upon the Persons accused, and yet expect to be believed. After you have done all in your Power to asperse the Trade, you say, *You think entering into a strict Enquiry about the Mat-*

ter, will be altogether unnecessary: that is, after you have abused them in the grossest manner you can, and charged them *all* as a Parcel of Smugglers and illicit Traders, in regard to the Revenue, and those of them who act by Commission, as Persons who have no regard to their Principals; and have pick'd up one Instance of a Person's (*Midford*) obtaining 30,893 Pounds of Tobacco more than he paid, or secur'd the Duty for; and of another's having Exported Tobacco for which he paid the Duty, on a Bonded Entry, for which there is only your Word, and saying there are Persons to be found who will prove the same things in many Instances, and in a Continual Series; why truly, now you think *Entring into a strict Enquiry about the Matter altogether unnecessary*. But the Merchants, Sir, are of another Opinion, and think it altogether necessary to have these Facts prov'd, that if any are guilty, they may have their Reward, and that the Innocent may be Acquitted. And if you do not produce proper Evidence to support your Charges, what will the World say of you?

Now you come to illustrate what you have said by Example, by saying, "That
" in this present Year Tobacco has been
" sold

“ sold to Foreign Buyers from Two-pence
 “ half-penny to Three-pence half-penny *per*
 “ Pound, and nothing less than Two-pence
 “ *per* Pound I believe has been offered,
 “ which has been refused hitherto by every
 “ Body; yet at this Juncture the best *Oroo-*
 “ *noko* Tobacco is sold to Buyers in *London*
 “ for the Home-Consumption for Seven-
 “ pence *per* Pound, which is not more than
 “ $1\frac{1}{2}d.$ without the Duty. Now is it
 “ possible to suppose, that any Man will
 “ take that Price for any Commodity that
 “ may be sold for another Market at Two-
 “ pence at least, without some weighty
 “ Reason: And the Reason is plain: Those
 “ that do this, have obtained Debentures
 “ for the full Quantity of their Entries
 “ at the Custom-house, and what they sell
 “ at these low Prices, has been got by
 “ Fraud clear of Duty.

Is not here a wonderful Discovery?
 What have you now to say for your selves,
 O ye cheating Factors? Why, Sir, the
 Trade apprehend you are mistaken as to
 the Facts, when you say, That no To-
 bacco hath been sold under Two-pence
 for Exportation; or, That the best *Oroo-*
noko Tobacco hath been sold for Home-
 Consumption for $7d.$ for they can prove
 the contrary in many Instances; it hath
 been

been sold for 7 *d.* $\frac{1}{2}$ and they believe you will find it difficult to prove one Instance where it hath been sold at 7 *d.* But for Argument sake, let it be admitted, and yet you are greatly mistaken in the Conclusion, for it will appear any Man would do the same thing, and be a Gainer by it, and act very honestly. Suppose any Person has a Parcel of Tobacco that he can't sell for more than 2 *d.* *per lb.* for Exportation, and a Chapman offers 7 *d.* *per lb.* for Home-Consumption, and he sells it at that Price, and immediately goes to the Customhouse and pays down the Duty for so much as he hath sold for the long Price, which every Body now knows is 4 *d.* $\frac{3}{4}$ *per lb.* which when deducted out of 7 *d.* pray what remains? why 2 *d.* $\frac{1}{4}$. Query, Then is not this Man a great Knave for taking 2 *d.* $\frac{1}{4}$ instead of 2 *d.* *per lb.* and doth it not plainly prove that he hath defrauded the Crown of the Duty?

You go on with a long Detail of a Method how Frauds may be committed both on Importation, and Exportation, by which you involve a Number of People in this Guilt: As first the Owner of the Ship, the two Land-waiters, the Coopers, the Weighers, the Merchant's Agent,
the

the Ship's Husband, and we will suppose in course the Importer of the Tobacco; these are a List of the People that are to confederate to cheat the Revenue on Importation. On Exportation, the Importer again, with the Cooper, Deputy-Searcher, and to be sure the Servants belonging to the Compting-house of the Person who commits this Fraud, or else he must keep no Books. Can any Person who hath any Notion of Trade, believe this, when you your self enumerate so many Checks, who are to confederate in this Design? But pray what Proof do you bring, that any of the Body you have been aspersing, are guilty of these Facts? Why you have been inform'd so, and that's sufficient. O ye Infidels won't you believe this great Man's Information! We will suppose you have also been informed, that the Importer takes care to apply his Debentures to the Discharging of Bonds of the oldest Date: But this is not the Fact: He can apply them to no other, than those to which they are appropriated. But you do not rest here; but say, " he must have the Benefit of the Discount allow'd for Prompt-Payment upon these old Bonds, which is effected by paying down the Duties on one Ship's Loading, by

" Expor-

" Exporting it at a convenient time, and
 " drawing Back out of the Old Debt a
 " Half-penny *per lb.* more than was *paid.*"
 It is very evident from the Beginning to
 to the End of the Vindication, you be-
 tray the greatest Ignorance that possibly
 can be of the Affair you are writing a-
 bout; for every Body knows, that the Dis-
 counts can't be allow'd on any Tobacco
 that is Exported, but only on the Home-
 Consumption: Now you are supposing a
 Man to have two Loadings of Tobacco, and
 because he is resolved to be a Knave, he
 will Bond the Tobacco which is to be
 sold for Home-Consumption, and pay the
 Duty on that which is for Exportation,
 and so Ship off that which he hath paid
 Duty for, on that Entry which was Bond-
 ed: Now pray what doth he get by this;
 for put the Case in which Light you please,
 he can only have the Discount on what
 is consumed here, and if he gains it on
 one Entry, he loses it on the other: So
 that at most the Difference can be only
 the Interest of the Money, which in a
 Paragraph or two following you say, " may
 " be no great Disadvantage to the Crown,
 " and a proper Encouragement to a Mer-
 " chant who pays a great deal of Mo-
 " ney every Year at the Customhouse."

You

You are not content with aspersing the Body of the Trade only ; but you fall on the Tobacconists, and represent them to be a wicked Set of People, who *export cut Stalks and Dust, &c. merely to obtain the Drawback*, but as this doth not affect the Merchants, they can only say they don't believe the Fact, and leave it to them to justify their own Conduct, which they doubt not but they will do, to the satisfaction of all impartial Judges.

The next Paragraph is a Charge upon Foreign Merchants, *That they likewise are concerned in this Fraud, and run Tobacco into Great Britain*, which for ought we know may be true, but have you prescribed any Method to prevent it : The Merchants are of your Opinion that Tobacco is bought here and shipp'd to *Dunkirk*, and other Ports, which afterwards is landed in *Great Britain*, to the great Prejudice of the Trade ; but will the Method now proposed of bringing the Tobacco under the Laws of the Excise prevent it ; they are almost certain it will have a contrary Effect, and increase that Practice. Our Neighbours, who can have so great Benefit by it, will hardly be restrained by any Laws

D

we

we can make. *Dunkirk* is a Free-Port, by which means the Inhabitants thereof grow rich a-pace, several of them come hither, some once a Year, others oftner; and buy small Parcels of Tobacco, which they get for 2 *d.* per Pound, or thereabouts; they are not so ignorant, but they know if they can run this Tobacco ashore either in *England* or *Ireland*, that they can sell it for at least 6 *d.* per Pound; which is such a Profit as will encourage them to carry on this Trade; and unless you catch them in the Fact, you can't detect them, for the very Reason you have mentioned, *that they have Clearances for Bilboa, or some other Port, with Bills of Lading, Charter-Parties, and Consignments agreeable*; the Merchants would have been glad to have found you prescribing a proper Remedy for this Evil; which would have been more becoming you, and more for the Interest of your Principals, than all your Invectives and Insinuations of Frauds, on those, who you know scorn such Practices. — And you cannot be ignorant that the Trade have done all in their Power to detect and punish both the Sailors and their Abettors, who Run Tobacco from most Ships; nor
are

are they averse to any Enquiry into these Matters, well knowing it will be to their Credit, and they will be ready to assist in any Proposals offered, which may prevent these Evils, consistent with their Liberties as *Englishmen*.

You go on and say, " By these means
 " a Foreign Market may be supplied
 " with what is called Tobacco at so
 " low a Price as must necessarily depre-
 " ciate the Value of a better Commo-
 " dity. — Tho' the Trade have with
 Difficulty found out that you meant
 something in the former Part of your
 Vindication, tho' very foreign to the
 Design you intended, yet now you seem
 quite unintelligible, — By these means:
 By what means? Is it either by the Peo-
 ple of *Dunkirk's* running Tobacco into
 this Kingdom, or the Sailors, that a
 Foreign Market may be supplied; if
 you had said, that our own Market for
 the Home Consumption might have
 been prejudiced by it, you might have
 been understood; but how the Value of
 a better Commodity at a Foreign Mar-
 ket can be depreciated thereby, wants
 some Explanation; for as all Tobacco
 Exported draws back the whole Duty,
 what Effect can it's having paid, or not

paid the Duty here, have on the Markets abroad? It is conceived the large Quantity only can affect them, and whenever there is more sent abroad than Foreigners can consume, the Price certainly falls, but when the Quantity is less, it will always advance; ----- but say you, " Experience puts it past doubt " that a Man who has a Quantity of " any Commodity which pays an high " Duty, without paying any Thing, " will sell at any Rate, in order to be " preferred to others who don't take the " same Measures". ----- But where? it can be only where the Duty is payable, or else he is no Gainer by it.

But it is endless to follow you, and explode all the wild Notions you have of this Trade; such as Factors, in order to make their Accounts appear much better, and thereby raise a Reputation Abroad, having given their Principals a greater Price for their Tobacco, than they have sold them for, as you seem to insinuate; the Trade know of no such Practice; if you do, name the Persons, and produce your Proofs, or do not expect to be believed.

Next comes two Accounts of Sales, but such as it is believed you cannot
produce

produce the Original of, from any Factor now in being. In them, the Duties, Freight, and other Charges, are put in one Article, which cannot be thought was ever done by any Man. The first brings the Planter in Debt 15*l.* 16*s.* 6*d.* on ten Hogsheads of Tobacco, the other produces 29*l.* 4*s.* 11*d.* for Forty four Hogsheads, but gives no Date to them; all they prove is, that they were such Tobacco as you yourself have described in Page 18, viz. *Such as were not fit for any Market; to prevent the Exportation of which, they made a Law last Year.* — But when such Tobacco comes Home, and the Freight and other Charges are paid on it, which must be, let the Quality be what it will, it must be sold, to re-imburse the Factor, tho' he is very sensible it is a great Prejudice to the Market; but who is to blame, let every impartial Reader judge.

The Merchants agree with you, that *a Multitude of Frauds cannot be thought a just Reason for opposing a Reformation*; but who are those that do so? The Trade have not, as you have been often told; but where the Duties are so high, it will be impossible for the Skill of Man to prevent them. It is certain the
present

present Method of an Excise will put such a Difficulty on the fair Traders in Tobacco, as may render it impracticable for them to carry it on, and will by no means prevent the Mischiefs complained of, especially that of Re-importation. A due Execution of the present Laws will be as effectual in every Respect. ——— The Zeal which now appears to recover the *Sugar Colonies* is very commendable, and it is wished it may have it's desired Effect: And if any Methods to amend the Tobacco Trade were proposed, without bringing it under the Laws of the Excise, it would meet with no Opposition.

The next Article of Complaint is, That the Factors Commissions are too high, some other Charges unreasonable, and taking to themselves all the Benefit of Discounts unjust. Let us now examine how you vindicate these Charges against them. Why you give up the first in the very next Paragraph, and say, it is admitted to be a just Charge. Wherefore did you then mention it as an Article of Complaint? ——— But you say you must dispute the rest, and are so kind as to observe, that some of the Gentlemen in the Trade are much more

more reasonable than others; and add, that if at any of their Meetings they would have settled a reasonable Rate upon the Planters, which none of them would exceed, perhaps there would have been no Complaint, but when every body charges more or less than another for the same Thing, People are apt to suspect some of them doing wrong.

So, Sir, you would have had the Gentlemen in the Trade have settled a Tariff for the Charges, and, right or wrong, have taken so much. Sure such a Method would have been liable to many Objections. You would then have said (and not without Reason) that they had entered into a Combination to have cheated the Planters. Nor could it, in the nature of the thing, be practicable, as you will see by an Examination into the Account you now produce; for instance, the Article of Warehouse Rent, which is charged according to the Time the Tobacco lays from the Importation to the Sale, and is more or less in Proportion; Is it reasonable Tobacco, sold quickly after landed, should be charged as much for this Article, as that which lies eight, ten, or twelve Months before it is sold? Again, the Article of Brokerage,

Brokerage is sometimes paid, and at other times sold without a Broker; would it be right to charge it, when it is not paid, or not to charge it when it is; The next Article, *viz.* Impost and Cocket, ought always to be paid in *Virginia*, and most frequently is, therefore it is not right in you to enumerate it among the Factor's Charges, only with Design to take it off again, when you come to object; The Article for Cutting is only when a Hoghead happens to be damaged, and is never charged, but on such; and if the Account you produce had been for fifty Hogheads, and only one of them had been Cut, there would have been charged only 2 s. on the fifty Hogheads; for that is an accidental Charge.

Your two Accounts, in a great measure, prove what is said above; for, in the last, the Warehouse-Hire is much more than in the former; and the Articles of Impost and Cocket, and Cutting, are omitted, not being paid by the Importer. ——— And it matters not how much *per* Hoghead the Charges come to, but whether any of the Articles are unjust, and the Difference in the two Accounts for Warehouse-Rent, or the Difference between any two Merchants

chants, or the same Merchant differing from himself, is so far from being an Argument against them, or that their Charges are therefore unjust, that it proves the contrary; because they make the Charges what they pay, which will certainly differ, according to the Circumstances, and that Uncertainty which you say is most complained of, is a strong Evidence that they are just: Nor is it material, as to this Argument, what the Tobacco produces to the Planter, for whether it yields something or nothing, the just Charges must be paid.

As to the Letter of the eminent *Maryland* Merchant, concerning the Charges, &c. it is necessary to set you right, as to the fifth Article, *viz.* Primage and petty Charges, which he is either mistaken in, or you have not copied him right; you say

Primage	-	-	-	-	-	-	6 d.
Wharfage and Lighterage	-	-	-	-	-	-	6
Mr Perry	-	-	-	-	-	-	3
Husbanding the Ship	-	-	-	-	-	-	4
Watching and Drink	•	-	-	-	-	-	4
							23 d.

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for

for which, he saith, some charge 2 *s.* 2 *d.*
 others 2 *s.* 1 *d.* whereas, in truth, the Ar-
 ticles are as follow : *viz.*

Coopers on board	- - - -	2 <i>d.</i>
Wharfage and Lighterage	- - - -	6
Porters landing and housing,	} - - - -	4
or loading		
Primage	- - - -	6
Husband	- - - -	4
Mr Perry	- - - -	3

On <i>Oroonoko</i> Tobacco	- - - -	2	1
On Sweet-scented, taring	} - - - -		
the Hogthead			

which makes - - - - 2 2

It was thought necessary to set this
 Matter in a true Light, because that is the
 Article which the Factor seems willing
 to abate something on, when, in truth,
 he pays every Farthing, as much as a-
 bove. ——— As to the other Article,
 which he proposes to abate 6 *d.* *per*
 Hogthead on, it will only reduce it to
 what is charged in the two Accounts
 you have produced; whereas, it seems,
this

this Gentleman charged 6 *d.* *per* Hogf-head more. ——— Wherefore, or to what Purpose, you produced this Letter, is not imagined; for the Trade think he hath fully explained to you the Nature of every Article, and hath saved them that Trouble. But you say you have an Account of the Year 1694, wherein the small Charges on a Hoghead of Tobacco was but 3 *s.* 6 *d.* Why did you not produce it? It is supposed there was something in it, which would not answer your Purpose, or you would not have secreted it; and the Case is exactly the same of the Observation you make, in all the Accounts of a Gentleman, who was in the Trade about ten Years ago, which were no more than 7 *s.* 8 *d.* *per* Hogf-head, besides Bill-Money. But pray be ingenuous, and tell us how much he charged for Bill-Money, and whether that Article was not much more than is charged now, or why is it secreted.

But after all, it may be proper to shew you, Sir, that the Factors charge very little more than 7 *s.* 8 *d.* besides the Bill-Money, according to your Account in Folio 40, when the accidental Articles are deducted, *viz.*

(36)

Cooperidge and Portridge	0	2	6
Cartage home - - - -	0	0	9
Warehouse Rent - - - -	0	2	6
Primage and petty Charges	0	2	2
	0	7	11

The following are accidental Charges, which may, or may not, be, according to the Circumstances, *viz.*

Brokeridge - - - -	0	2	0
Impost and Cocket - - - -	0	3	0
Cutting - - - - -	0	2	0
	0	7	0

So that you see the Charges now exceed only 3 *d.* *per* Hogshead, what they did so many Years ago, which it is supposed may be the Article paid Mr *Perry*.

It is hoped, Sir, you make yourself better Master of a Cause, before you come to the Bar to plead for your Client, and are more careful in looking over your Brief, than you have been in examining into the Nature of this Affair, which you have undertook to vindicate. For almost every Article betrays your Ignorance,

norance, as appears in the next Paragraph; where you say, for every Entry Inwards, Bonds, Landwaiters Fees, and Bill-Money, there is paid 9 s. 2 d. that is, you would be understood on every Parcel of Tobacco which is entered; whereas the Fact is as follows:

Prime Entry, Bonds, &c.	0	9	2
Second Entry - - - -	0	9	2
Post - - - - -	0	9	2
	1	7	6

which, on Thirty six Hogsheds, is more than 9 d. *per* Hogshed, besides the Bill-Money, which is 3 d. *per* Hogshed. So that, unless the Quantity imported at one Entry doth not exceed Thirty six Hogsheds, it stands them out of their Pockets in more than 1 s. *per* Hogshed; for which, Sir, you are willing, out of your great Goodness, to allow them 9 d. *per* Hogshed.

The next Article is petty Charges, for which you allow 1 s. 9 d. besides the Primage, and Mr Perry's 3 d. *per* Hogshed, which, added to them, makes 2 s. 6 d. whereas there is charged but 2 s. 1 d.

1 *d.* or 2 *s.* 2 *d.* as is before set forth. As for the Primage, though you are pleased to say it is never paid, in your self-sufficient Way, yet it is always paid, if not to the Master, who hath an equivalent for it, yet it is put to the Credit of the Ship, and is as much due as the Freight itself, being always provided for in the Bill of Lading. The 3 *d.* *per* Hogshead, paid Mr *Perry*, having been continued so many Years without Objection, is a sufficient Warrant for the Charge. But why are the Factors to have but 1 *s.* 9 *d.* for the Cooperage? No doubt you will say, you can find a Cooper will Land them, and deliver them for that Price; it may be so, but who must pay for all the accidental Charges of that Sort; for there is often pulled out, and knocked open, six Hogsheads, when there is not delivered more than four to the Buyer, and the other two are to be made fast, and put up again; and so in proportion for almost all the Tobacco that is sold for the Home Consumption; and can you think that the extraordinary Work, and Hoops, and Nails, is not worth, or does not cost the 3 *d.* *per* Hogshead charged on that Article?

Article? Cartage 9*d.* is agreed, but 2*s.* *per* Hoghead for Warehouse hire will not half pay the Cost; for that is supposing all will be sold within two Months, whereas it is not sold in six Months after landing, in an Average; but why should it not be charged in proportion to the Time: If 'tis sold in a Week, the Warehouse hire should be but 1 $\frac{1}{2}$ *d.* *per* Hoghead, and so in proportion for a shorter or longer Time; but why are these all the Articles that ought in Justice to be charged on a Hoghead not Exported? Suppose any of them happen to be damaged, would you be content your Factor should pay Custom for that Part, and charge it to you? Or would you not rather have it cut off, and not pay the Custom on that Part? If so, who ought to pay the Charge of it. Again, Suppose a Customer will not buy without a Broker, or suppose a Broker brings a Customer to buy a parcel of Tobacco, would you have us refuse to sell it; if not, who would you have pay the Broker; such Charges, when they happen, ought to be put to the Account, as well as any of the other; and there is as much Justice in charging them.

You

You now, *Sir*, come to the Charges on Tobacco outwards; and the Articles you object to, which are not already answered in the other Account, are first *Porteridge, Warfage and Lighterage*, which you would reduce to 9 *d. per Hoghead*; but give no Reason for it; every body knows that it costs 3 *d. per Hoghead* Weighing, 3 *d. per Hoghead* Wharfage, 3 *d. per Hoghead* Lighterage, and 3 *d. per Hoghead* Shipping, and the Extraordinary Charge of watching both inwards and outwards, and drink to the Coopers, Porters, and Weighers, and other incident Charges which are not provided for in any other Article, will more than make up the other 5 *d. per Hoghead* charged in this Article; The Brokeridge you agree in; but the Article of Entry out, Searchers Fees, and Debentures, it seems, in your Opinion, should be but 12 *d. per Hoghead*, whereas on a small Parcel, the Dinner and Expences to entertain the Buyer, when at Work, at receiving them amounts to 2 *s. per Hoghead*, besides the Charge of the Certificate Cocker, which is 6 *s. 8 d.* and the Debenture, which is 1 *l.* let the Parcel be but five Hogheads; and the

Howeing
Shipping
Weighing
Stripping
Landing
Wharfage
Lyterage

7. Charge Watching
:-

the Searchers and Deputies Fees; and besides, *Sir*, in this Article the Planter is favoured, by having his Tobacco coming into the Hands of Factors, who have a Quantity of Tobacco from many Correspondents; for if every Planter's Tobacco was to be considered singly by themselves; the Expence would be much greater.

As for Instance, suppose a Planter was to ship Home 10 Hogsheads to any Factor, and the Factor had none from any body else, how would this Article then stand, there would be;

	<i>l.</i>	<i>s.</i>	<i>d.</i>
Certificate, Cocket	0	6	8
Debenture	1	0	0
Searchers Fees	0	2	0
Deputy	0	1	0
	1	9	8

Which would be near 3 *s.* *per* Hogfhead, without any Expence to entertain the Buyer, which tho' very mean could hardly be less than 5 *s.* which would be 6 *d.* *per* Hogfhead more; and you, *Sir*, are appealed to, whether the Planters, in an Average, ship so many

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as Ten Hogsheads to any one Factor; so that instead of being over-charged in this Article, they save near one half of what the real Expence would be on their own Parcel of Tobacco distinctly considered, and the same would appear on other Articles, if the Account was to be made up on every particular Man's Tobacco; and how much more are *they* benefitted who ship smaller Parcels; therefore it is hop'd, by this Time, you are convinced that there is no just Reason for Complaint of this, nor any other Article of Charge, in our Accounts of Sales; and that if every Man's Account was to be made up separately, there would be a larger Ballance due to the Factors, for under Charges, than they now owe them.

You now enter on the Affair of Discounts, and use a great many Words to very little purpose, for the whole of it consists only in this, “ That those Gentlemen of *Virginia*, who had Money to
 “ pay down the Duty of their Tobacco,
 “ and were pleased to lodge it in their Factor's Hands for that purpose, have had
 “ the whole Allowance, ----- Nay, some
 “ considerable Shippers, finding some
 “ Factors very desirous to serve them,
 “ have made it a Condition on which
 “ they

“ they have began a Correspondence with
 “ them, That the Factor should allow
 “ them the Discount on the first Parcel
 “ of Tobacco, without having one Penny
 “ of Money in their Hands, and that
 “ they would leave the Proceeds with him
 “ till he should have a sufficient Cash to
 “ pay down the Duty on what Tobacco
 “ he should ship”.

It is probable some may have been weak
 enough to comply with this Bargain, and
 for the sake of getting a great Man's Bu-
 siness, have allowed him the Discount,
 which may amount to 34 or 35 s. *per* Hogf-
 head, and have only receiv'd the bare
 Commission, which may be from 10 s.
 to 12 s. *per* Hoghead.

As to what you say about the 7 *per Cent.*
per Annum that the Factors of *London* have
 never allowed it to their Correspondents,
 you should first prove they ever receiv'd
 it; for tho', as you say, it can be prov'd,
 that they are sometimes paid in six Months,
 yet it is much oftner twelve before they re-
 ceive their Money; but suppose them to
 be paid at nine Months in an Average,
 and suppose they keep their Tobacco nine
 Months in an Average before they dispose
 of it, which the Merchants know experi-
 mentally is a very modest Computation,

in both Cases. Pray, *Sir*, how much will be due on this Article, if the Person who ships the Tobacco is not a Debtor; but suppose he is; How will the Account stand then? The Method of Insuring Debts for you for half *per Cent.* is such a Practice, as the Trade would be glad to be excused from; and if you, or any of your Friends think it a Hardship, you know the Remedy, which is to revoke your Orders of that Sort.

It is very certain that great Sums of Money have been lost by the Factors by Shipping in this Trade; but the Trade defy you to prove your Assertion, That that hath ever been made use of for a Pretence, not to make their Principals any just Allowance that was their Due, or to charge them with any Thing not due.

But in this, as in every other Instance of your Vindication, you cannot forbear your vile Insinuations: As if a Factor had it in his Power to charge the half *per Cent.* or omit it at Pleasure, and when a bad Debt happens, to charge it to the Account of his Principal by that Omission; when you know, if such a Proposal is made to a Factor here, he answers his Principal by the next Opportunity, whether he
accepts

accepts it or not, and if he hath not done so, and accepted it, he can have no pretence to charge it.

Thus far there has been some little Differences between the Trade and you, as you think, about Trifles. But in what follows, the Trade concur with you, and will endeavour to assist you, in laying before the World the insupportable Hardships still remaining, which are as you say to be imputed to the Nature and Circumstance of the Trade, and to some bad Customs that have prevailed in it, only in *London*.

First, That it is notorious that their Tobacco is frequently plundered before it is landed at *London*.

Secondly, When it is weighed, no more than ten Pounds *per* Hogshead is deducted, and the rest pays the Duty at *London*.

Thirdly, When it is sold, the Retailer must have large and unreasonable Samples; besides one twenty sixth Part for Tret of what remains, not only clear of Duty, as you say, but clear of any Expence, in short he hath it for nothing, at *London*.

Fourthly,

Fourthly, That the Merchants, must have other Samples, which are kept out of the Account.

It is a Pity, Sir, you mentioned this last Article, because it happens not to be true in Fact, for the unreasonable Retailers take both Samples. But if a proper Application was made by you, Sir, it is highly probable Relief might be obtained, and these insupportable Hardships removed.

It may be said indeed, as to the first, that there are already Laws in Being to punish Thieves and Plunderers; so that all that is to be required of you on that Head is, that you will sollicite that a Law may be made to make all Mankind honest, especially *Excise Men*.

As to the second, it is own'd an insupportable Hardship that any Persons should be obliged so punctually to conform to the Laws, at *London*, and not have Liberty to run some Part of their Tobacco for the Benefit of Trade. It is possible, if you would be so kind as to use your Interest with a certain Gentleman, who permits you to speak to him now and then, you might obtain some Indulgence for the Traders on this Head.

But

But how to deal with the Retailers about Samples, and that twenty sixth Part for Tret, will be a Difficulty, and with you would lend your Assistance; for it is to be feared they are such a stubborn Sort of People they won't buy Tobacco without Samples, and insisting on their Right, as Citizens of *London*, to Tret.

As to what you say about the Tobacco weighing less when sold, than it did at the Custom-house, there is no Way to help it, unless by bribing the Officers who weigh it; you mention two Instances of this Sort, one is twenty Hogsheads, for which the Planter paid Duty for 1156 *lb.* more than was sold, the other is eight Hogsheads whereby the Planter lost the Duty of 375 *lb.* Notorious Instances of Frauds in the Factors, for paying Duty on more Tobacco than they received; and no doubt if these were remedied, it would advance the Revenue.

It is a Pity, Sir, that you cannot perceive that the public Spirit which at this Juncture appears so splendid (as you are pleased to term it) is exercised in Favour of those who will be indeed a distressed People, if the Scheme now proposed should take Effect; that is, bringing Tobacco, &c. under the Laws of the Excise.

For

For what can be a greater Distress to a Free People, than to have their Houses liable to Visitation by the very Scum and Dregs of the People; to be liable to the Insults of such who are not equal to their Servants; to have such profligate abandoned Wretches, to be their Accusers, and their Masters to be their Judges; and at the same time to be deprived of the Liberty of being tried by a Jury, &c. But since you call on the Trade to propose some other more effectual Scheme, the Merchants give it as their Opinion, that the only effectual way to remedy any Frauds in the Revenue, would be to lower the Duties; for as long as the Temptation is great, there will always be some wicked enough to attempt them.

But supposing this should not be thought advisable; they are also of Opinion, the due Execution of the present Laws will be as effectual, to all Intents and Purposes, as any Method that can be proposed under the Excise Laws, ----- provided all Seizures be burnt. For the present Method of selling them at the Exchequer hath been a notorious means of covering many Frauds, and a Screen to the Receivers of stolen Tobacco, by their pleading their having bought Tobacco

Tobacco, found in their Possession, at the Exchequer; nor can it hurt the Revenue, because it can in no Respect diminish the Consumption of Tobacco here, on which only the Revenue arises; and if it should be thought the Penalties annexed to the present Laws are not sufficient, add to them Corporal Punishments.

The Market at *Holland*, and all other foreign Markets are influenced by the Quantity of Tobacco which comes Home, and not by the Persons who ship it; for whether one, or other, sends it, 'tis not so material if the Quantity goes; and if it were not so, if one Market was overstocked, another would want it; But the Merchants are of Opinion you never knew that to be the Case, and the chief Reason of sending so much to *Holland* at any time, must arise from our Market here being overstocked, and the Convenience of having it lay there on easier Terms, and your own Argument proves the Fact; for no Factor hath Occasion to clear his Bonds in less than eighteen Months; and if he hath kept it so long, without being able to find a Customer, it fully proves, that the Market was overstocked; which hath always been the Case for many Years past, unless when Pro-

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vidence

vidence by a Gust, or some other Accident, hath destroyed some Part of your Crop.

Whatever may be your Opinion of the Objections in regard to the Planters of *Virginia*, and however groundless and ridiculous they may seem to you, it is believed, when they come to be fully acquainted with them, and to have the Experience of the present Scheme (if it should take Effect, which the Merchants will do all in their Power to prevent) they will hardly thank you for it. When those who have Money find themselves deprived of the Benefit of the Discounts; when others, who are in lower Circumstances, find a Stop put to that Credit, on the Arrival of their Tobacco, by which their Necessaries, both for Cloathing and Tools, &c. have been constantly supplied; when they will be obliged to sell their Tobacco at their own Doors, at the Prices they formerly used to do, from 4 to 6 s. per 100 lb, &c. or, it may be, not be able to find Purchasers at any rate, if the wicked Factors should obstinately refuse to supply them with Ships. — What do you think they will then say of the Projectors of this Scheme?

You have in the setting out, or beginning of your Vindication, among other
Benefits

Benefits which arise to the Nation by the Tobacco Trade, mentioned the great Number of Ships, and Seamen employ'd in it. But pray, Sir, be ingenuous, and let the World know who are the Owners of them. Are not the Factors? and suppose but Two hundred Sail, of about Three hundred Hogsheads each, be employed, they could not be furnished, at a modest Computation, and fitted to Sea, under 1000 *l.* *per* Ship. So that here is a Stock of Two hundred thousand Pounds to be furnished, which is every Day decreasing in Value, and dying away; and it hath been found by woful Experience, that the Amount of the Freight will but barely pay the Expence of the Voyage. So that the Capital is continually wasting. Nay, it is certain, that 20,000 *l.* will not pay the Loss of the Shipping last Year, occasioned by their coming Home, some half loaded, some not so much, and some hardly with any Tobacco at all. Now, Sir, when you have drove these Factors out of the Trade, and your present Scheme takes Effect, whereby the Commission, supposing a Hogshead to weigh 800 *lb.* at 2 *d.* *per* *lb.*, without any Deduction, will amount to 6 *l.* 13 *s.* 4 *d.* which, at 2 $\frac{1}{2}$ *per* Cent. is $\frac{1}{4}$ who do

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you

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you imagine will serve you. For Instance, suppose a Factor to import Three thousand Hogheads *per Annum*, to bring home which, he must have ten Ships of Three hundred Hogheads each; which will cost him, as above, 10,000 *l.*, which are daily sinking in their Value, &c. — Why truly the Commission on his Tobacco is 500 *l.* *per Annum*, which will little more than pay for Pens, Ink, Paper Books, and the Wages of Servants, that will be necessary to carry on such a Trade.

In one part of the Vindication it will appear, that you, Sir, are very knowing in these Affairs, and that is in Page 58, where, speaking of the Proportion of Tobacco exported, to that of the Home Consumption, you say; “ If the Gentle-
 “ men will allow very great Frauds, it
 “ may be computed, as it always has
 “ been, to two Thirds; but if there be
 “ no Frauds, it is at least five Sixths.” — Is it not as plain as a Nose on a Man’s Face, that you are very knowing in these Affairs. To set this Affair in a proper Light, let us consider on the Number of Hogheads, which are exported from *Virginia* and *Maryland*, to *Great Britain*.

Suppose

Suppose the whole to be 60,000 *Hogsh.*
 Suppose the Quantity be 6,000 to *N. Britain*, for we do not —— pretend to answer for them; --- 54,000 *Hogsh.* remain.

Now, according to you, Sir, if there be no Fraud, Five Sixths will be exported, which will be 45,000 Hogheads : So that then there will be only Nine thousand Hogheads to account for, or pay the Duty upon, which at 720 *lb* per Hoghead, amounts to 14 *l.* 5 *s.* per Hoghead ; which, paid on Nine thousand Hogheads, will amount to 128,250 *l.* — Whereas the Sum, paid into the Exchequer for ten Years past, hath been above 180,000 *l.* per *Annum.* — Who now can deny you the Reputation of being knowing in your own Affairs, and of complaining upon very just Grounds? Or who can imagine that it was any Contrivance or Artifice of the *Ministry*, that lead you into it?

Whether the Gentlemen of *Virginia*, or the *Ministry*, were the Occasion of this groundless Complaint, the Merchants do not concern themselves, however natural to suppose, that that Part relating to Frauds committed here, &c. could

could not probably come from the former, whatever that might do, relating to the Charges, and how just either of them are, the Merchants leave to every impartial Person to judge. ----- And you, Sir, seem to be hard put to it, to find a Reason for such Proceedings from the Planters in *Virginia*, when you say, “ that
 “ the Failing of one considerable Mer-
 “ chant, some injurious Reports about
 “ the Credit of another, and a certain
 “ Publick Sale at the *Virginia* Coffee-
 “ House, gave Occasion to it ;” for what Relation have these things to the Complaints you have attempted to vindicate.

But since you have mentioned them, it is necessary to say something on the Subject. As to the Person who failed, he was one of your Country-men, not bred to the Business, and not very knowing in the Affair of Merchandize. And it may not be amiss to remark on this Occasion, that the greatest Losses *Virginia* hath sustained for many Years past, by Failures, have been, by their sending over one or other of their Country-men, and setting them up as Factors, with little or no Capital, who have ran into an expensive Way of Living, even equal to, if not exceeding, the most eminent Merchants
 here,

here, by whom they have suffered ten times as much, within twenty Years past, as by all other Failures of their Factors.

The Person on whom that injurious Report prevailed will, it is not doubted, take a proper Opportunity to obtain Satisfaction on the Authors of it, if they are able to make him Reparation; and the Trade think themselves obliged in Justice to him to declare, that, notwithstanding his Friends in *Virginia* have many of them ordered their Effects out of his Hands, and that almost all at one time, yet they have not heard but that he hath complied with all their Demands, with Honour and Punctuality.

The certain public Sale you mention might cause some Dreads that it would be prejudicial to the Market, from an Apprehension that the Tobacco put up would have been sold for any Price the Buyers would bid for it. But is the Person who made the Sale, bought them in himself, rather than he would let them go at any Price under the Market, However mistaken he might be in the Attempt, yet he, by that means, prevented the ill Consequences dreaded.

But pray, Sir, what Reason have these things to the Complaint you are to vindicate,

diccate, *viz.* the Frauds and Overcharges? Sure none. It is forbore to mention what is apprehended the Reason of your mentioning these Things.

It is hoped these Remarks satisfy the World that the *Virginia* Factors, that is, the Body of them, are not such Rogues as you would represent them to be; and it is submitted to every reasonable Man to judge, whether the Scheme of bringing Tobacco under the Laws of the Excise, is not more likely to distress the Colony, which you represent, and by that means drive them to the Necessity of turning their Hands to Manufactures; than their going on in the Method, in which they have hitherto been, and by which they are so thriven, as to be able to squander away 2200*l.* to send you on this Errand.

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